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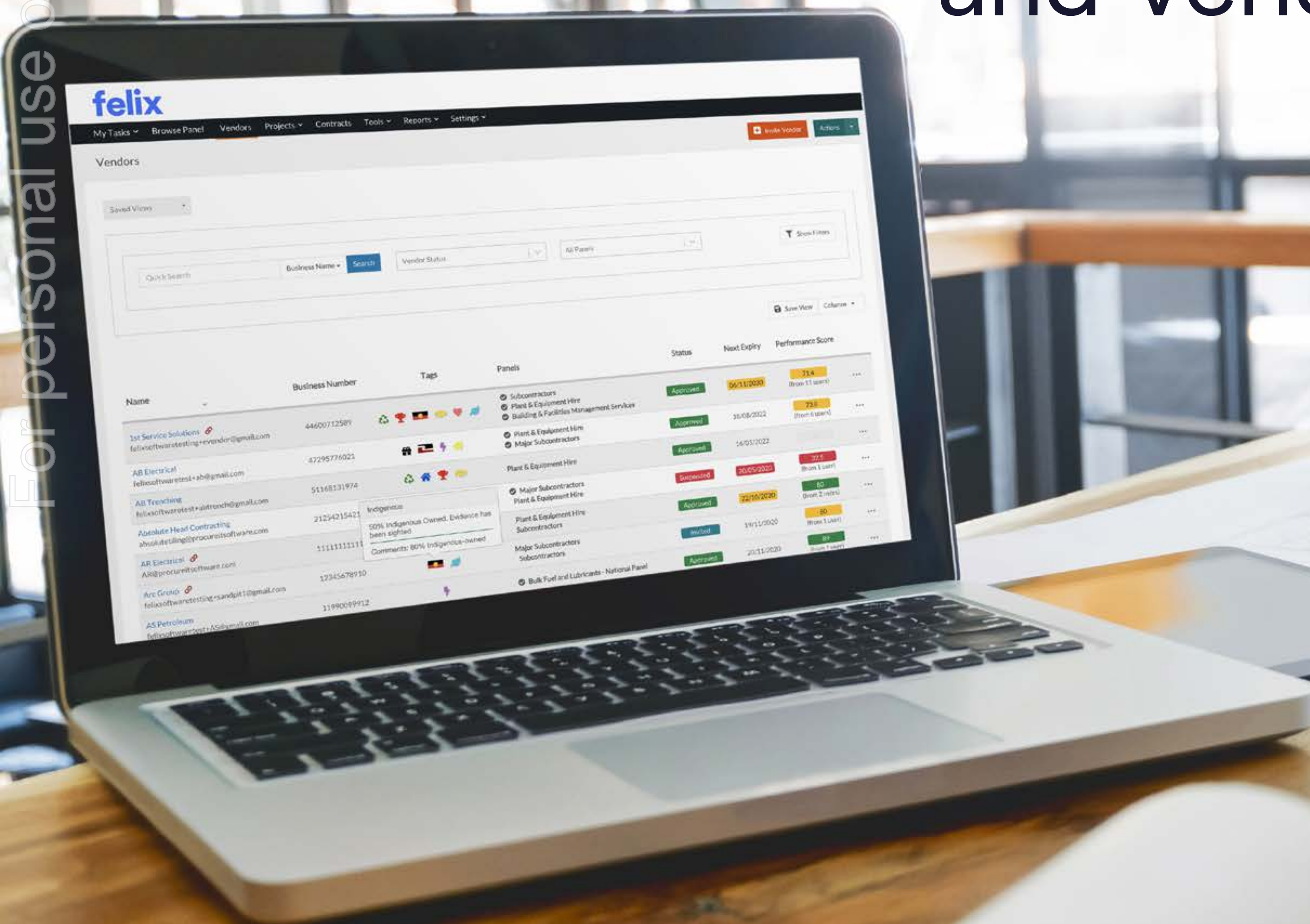
felix

H1 FY21 Results Presentation



Connecting Contractors and Vendors in the cloud

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H1 FY21 Highlights

- Maintained strong growth in challenging environment
- Platform and scale progress is on-track
- Well capitalised to accelerate further growth

Strong Growth

Enterprise SaaS revenue of growth of 53% (compared to PCP) with Vendor Marketplace numbers growing by 77% (PCP).

Financial Performance

Significantly improved operating efficiencies with cash flow positive H1 and Adjusted EBITDA improvement of 68% (PCP).

Successful Funding

Felix raised \$12m from a successful IPO, led by leading institutional funds, strategic and existing investors.

Expanding Accounts

Enterprise customer expansion revenue accounted for a record 31% of new Total Contract Value (TCV) added during the period, while there was zero customer churn.

Key Board Additions

Two new Directors with significant experience and deep sector knowledge.

- Michael Bushby (Chairman)
 - Current President Roads Australia
- Rob Phillpot – Aconex Co-founder

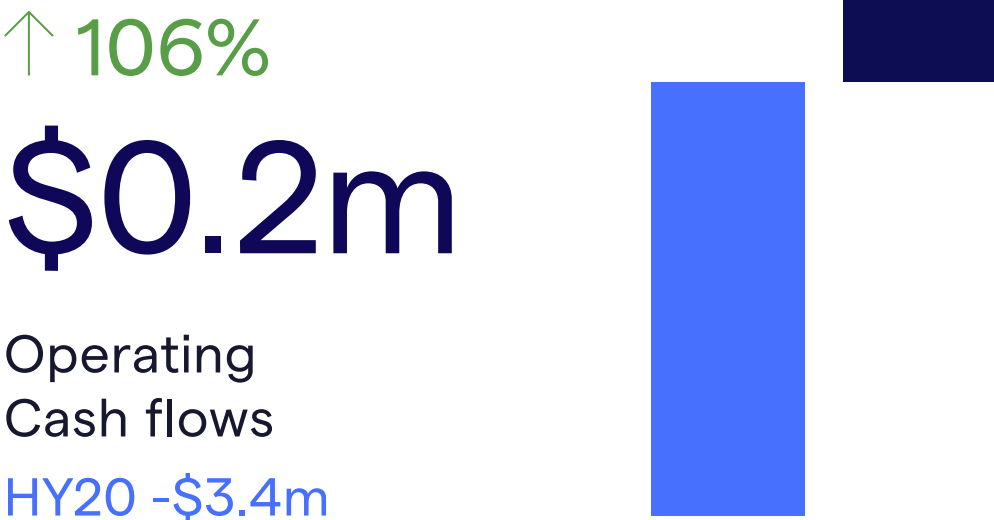
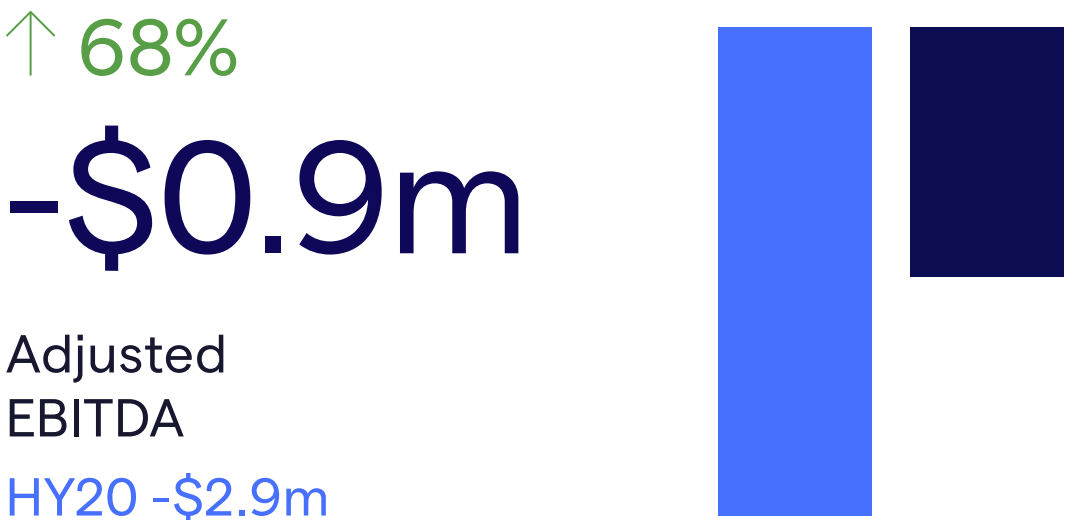
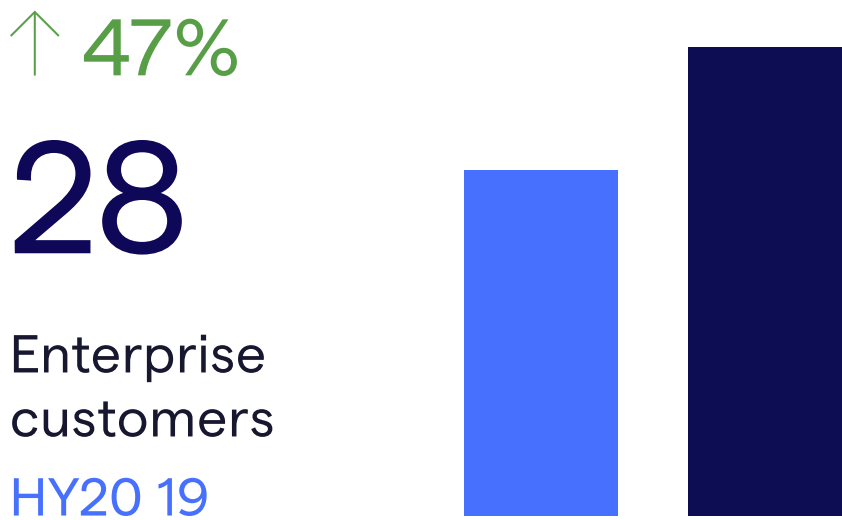
Platform Expansion

Delivered significant platform enhancements across collaboration tools, API, internationalisation and security upgrades.

H1 Key Performance Metrics

Strong growth in core focus areas while improving operating performance.

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Continued Enterprise SaaS growth in challenging conditions

\$1.8m

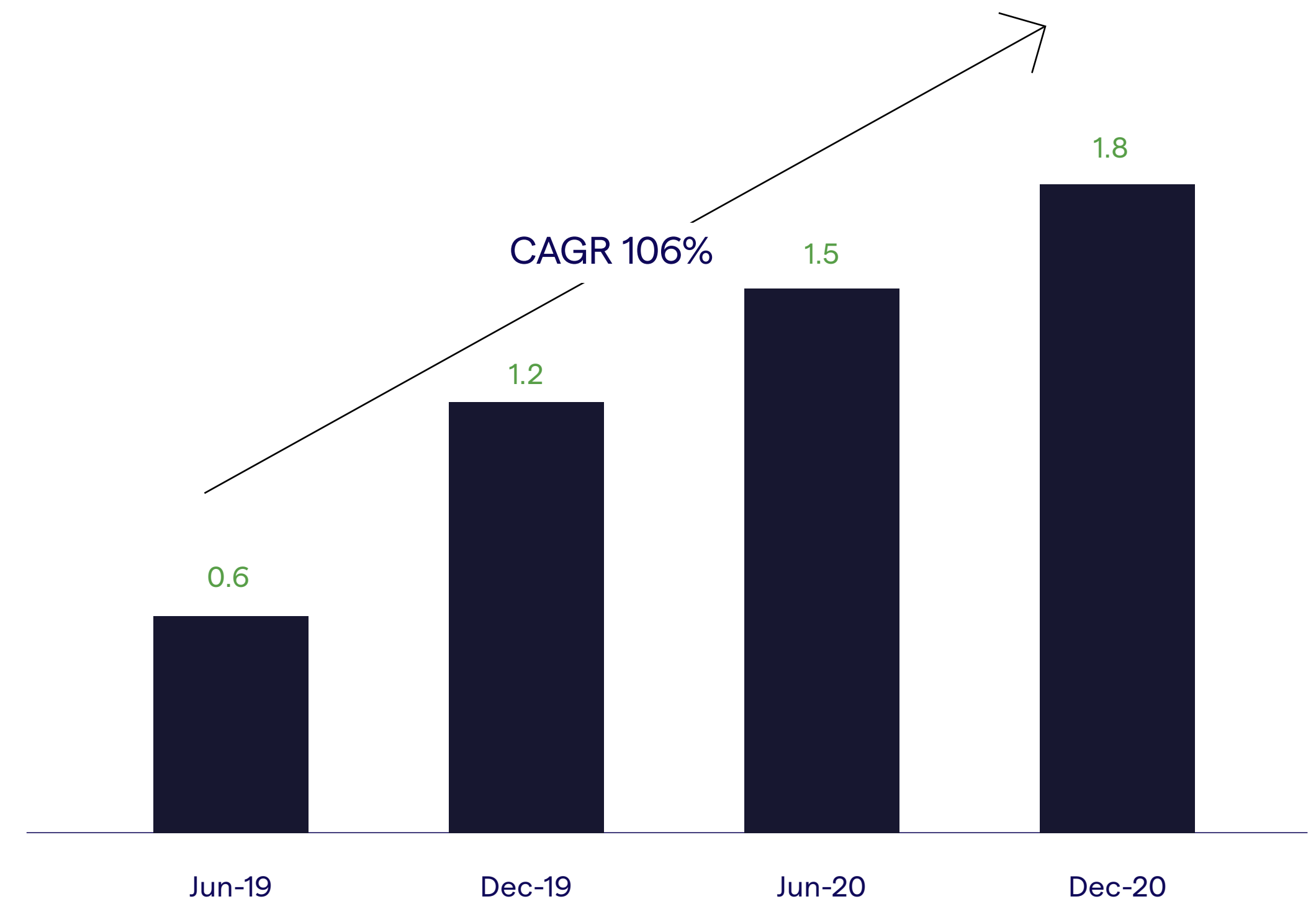
Enterprise SaaS (Contractor)
Contracted ARR
H1 FY21

48%

vs H1 FY20

- Maintained growth in challenging environment with COVID-19 impacting sales cycles
- Strong pipeline growth during period
- Well positioned to accelerate Enterprise customer uptake as we emerge from COVID-19

Growth in Contracted ARR (Enterprise SaaS) (\$m)



Enterprise strategy driving rapid Marketplace growth

43,865

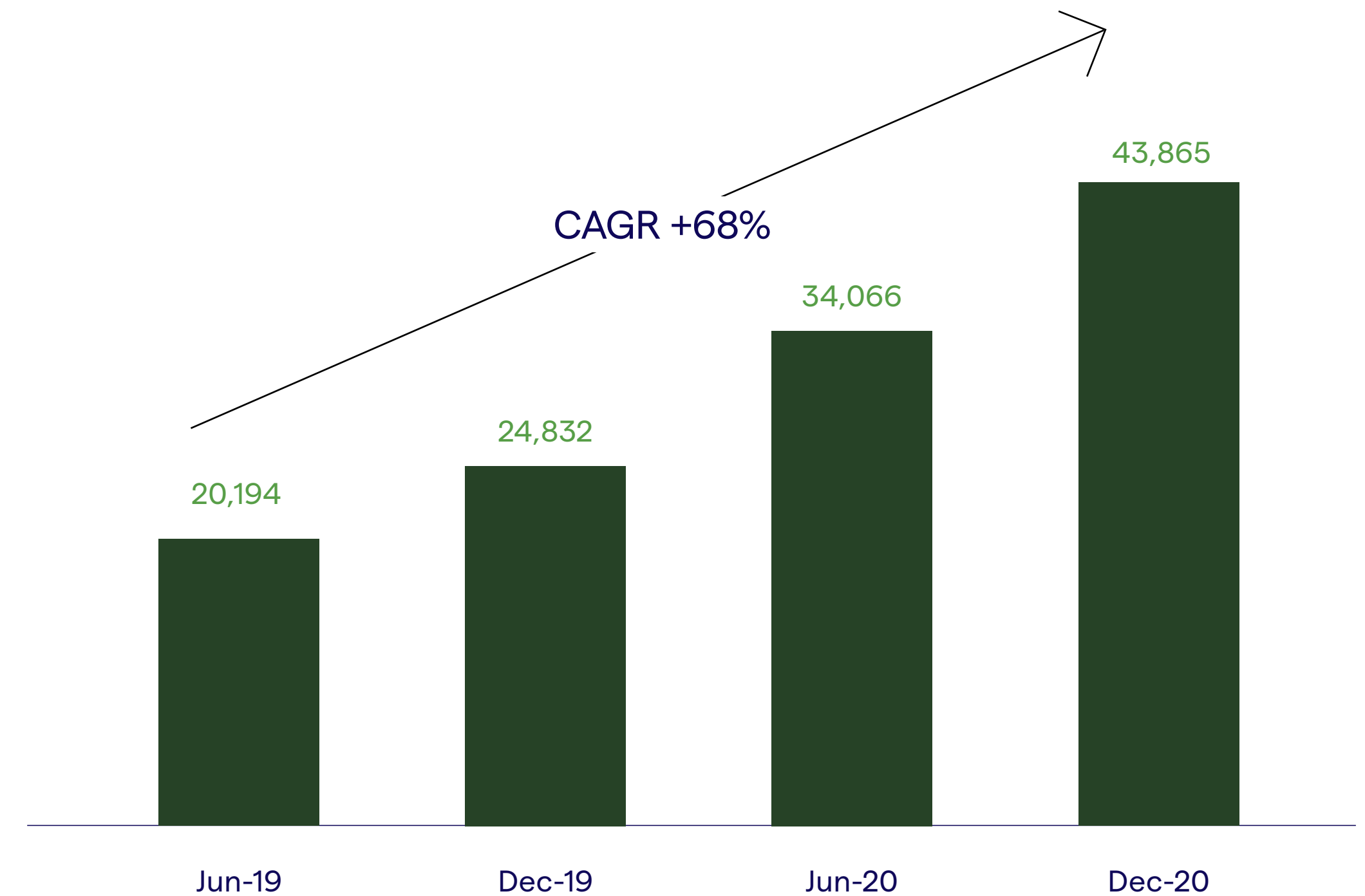
Vendors in Marketplace
as at 31 Dec

+77%

vs H1 FY20

- Enterprise SaaS growth engine accelerating Vendor Marketplace growth
- Little to no acquisition cost for Vendors due to Contractors mandating usage of Felix
- Current focus on driving Marketplace growth and network effects, building opportunity to scale monetisation through Vendor Passport

Vendors in Marketplace



New Enterprise Contractors added to blue-chip customer base

- Existing customers continuing to expand accounts through licensing additional modules and increasing usage
- Zero customer churn for the period
- 31% of TCV added in the period from existing customer expansion



Significant growth in key Enterprise engagement metrics

- Key engagement metrics showing strong growth (over PCP) in usage levels from enterprise customers
- Higher usage levels increase platform stickiness and drive network effects

118%

Growth in **Requests for Quotations (RFQ)** sent by Enterprise customers, compelling Vendors to join and engage with Marketplace

199%

Growth in total **Vendor Approvals**, strengthening the quality of the Vendor network

407%

Growth in number of **Active Projects**, reflecting rapid take-up of Sourcing module

122%

Growth in total **Enterprise User Accounts**, driven by broadening usage across existing and new customers

391%

Growth in total active **Vendor Compliance Documents**, strengthening Felix as a trusted database

97%

Growth in **Vendor Evaluations**, embedding Felix into Contractor business processes

Strong financial performance with funding to drive growth

	H1 FY21	H1 FY20	% Change
Enterprise SaaS – Contracted ARR	\$1,760,318	\$1,188,198	48%
Enterprise SaaS – Revenue	\$720,470	\$471,406	53%
Net Assets	\$9,686,202	(\$7,690,010)	226%
Adjusted EBITDA	(\$943,205)	(\$2,903,755)	68%
Operating Cashflows	\$194,799	(\$3,360,745)	106%

- IPO funds have strengthened financial position
- Cost base restructured in March 2020 to put the Group in a strong financial position during COVID-19

Financial Performance

Statement of profit and loss and other comprehensive income	H1 FY21	H1 FY20	% Change
Revenue			
Contractor Subscriptions	720,470	471,406	53%
Vendor Subscriptions	1,154,948	1,267,947	(9%)
Other Revenue	564,187	\$60,740	829%
Total Revenue	2,439,605	1,800,093	36%
Operating Expenses			
Employee Benefits	(2,617,565)	(3,269,559)	20%
Other expenses from ordinary activities	(765,245)	(1,434,435)	47%
Total Operating Expenses	(3,382,810)	(4,703,994)	28%
EDITBA before share based payments and IPO related transactions expense	(943,205)	(2,903,901)	68%
Share Based Payments	(636,685)	–	
Net loss of FV of derivatives (related to IPO)	(2,502,301)	–	
IPO Costs	(943,205)		
EBITDA	(5,250,836)	(2,903,901)	(81%)
Depreciation & Amortisation	(391,578)	(317,356)	(23%)
Finance Costs	(1,897,609)	(246,950)	(668%)
Loss before income tax	(7,540,023)	(3,468,207)	(117%)

- Marketplace Subscriptions (Vendors) revenue declined slightly following a 45% reduction in its cost base to prepare for uncertain COVID-19 environment.
- Enterprise SaaS (Contractor) revenue growth new customer acquisitions and existing customers expanding usage of the platform
- JobKeeper and cash flow boost revenue of \$527k in the period. The Group did not qualify for any incentives past 30 September 2020.
- Employee benefits reduced following the cost restructure in March 2020.
- Other expenses: Reduced overhead spending and COVID-19 impacted travel expenses.
- Share-based payments related to employee salary sacrifice scheme, management, Director and advisor options as part of the IPO.

Financial Position

Statement of Financial Position	H1 FY21	H1 FY20	%
Assets			
Cash and cash equivalents	850,632	1,017,911	(16%)
Trade and other receivables	301,107	192,426	56%
IPO Funds receivable	12,000,000	–	n/a
Property, plant and equipment	126,753	133,295	(5%)
Intangible assets	789,136	993,303	(21%)
Right of use assets	232,017	309,356	(25%)
Other assets	335,029	783,170	(57%)
Total Assets	14,634,674	3,429,461	327%
Liabilities			
Trade and other payables	2,544,259	455,416	459%
Lease liability	237,790	320,366	(26%)
Contract liability	1,545,855	1,087,267	42%
Leave Provisions	620,568	474,434	31%
Borrowings	–	4,560,390	(100%)
Derivative financial instruments	–	4,221,598	(100%)
Total Liabilities	4,948,472	11,119,471	(55%)
Net Assets	9,686,202	(7,690,010)	226%
Equity			
Accumulated Losses	(31,993,441)	(24,453,418)	(31%)
Share Capital	41,686,761	16,764,641	149%
Other	(7,118)	(1,233)	(477%)
Total Equity	9,686,202	7,690,010	226%

- 94% of receivables balance received as at Feb 25.
- Reduction in the carrying balance of the intangible asset due to reduced R&D spend.
- Increase in payables due to \$1.4m of one off IPO expenses.
- Increased contract liability due to ARR signed in the period and invoiced, yet to be recognised as revenue.
- Borrowings and derivative financial instruments have been cleared to equity, as the IPO triggered an automatic conversion event for the notes on issue.

Cash Flows

(\$'000)	H1 FY21	H1 FY20	% Change
Cash flow from operating activities			
Receipts from customers	3,311,855	1,824,308	82%
Payments to suppliers and employees	(3,107,540)	(5,186,572)	40%
Interest received	2,322	1,519	53%
Interest paid	(11,858)	–	n/a
Net cash provided by (used in) operating activities	194,779	(3,360,745)	106%
Cash flow from investing activities			
Payment for plant and equipment	(23,939)	(39,856)	40%
Payments for intangible assets	(156,931)	(584,245)	73%
Net cash used in investing activities	(180,870)	(624,101)	71%
Cash Flow from Financing Activities			
Net proceeds/(repayment) of borrowings	(82,577)	5,027,905	102%
Net proceeds of share issue	(98,612)	–	n/a
Net cash provided by (used in) investing activities	(181,189)	5,027,905	104%
Net increase/(decrease) in cash held	(167,280)	1,043,060	
Cash at beginning of year	1,017,911	628,738	
Cash at end of year	850,631	1,671,798	

- Receipts from customers includes \$670k of JobKeeper and cash flow boost.
- Reduction in payments to suppliers and employees due to reduction of cost base.
- Reduction in payments for intangibles due to reduced R&D spend.
- H1 FY20 proceeds of borrowings was funds received from convertible note raise.
- The repayment of borrowings in the current period the accounting is lease liability payment treatment under AASB 16.
- The share issue outflows in the period are the apportioned capital raise costs paid.

Board and Management

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Michael Bushby
Chairman

30 years' experience in Government including as Chief Executive of Roads & Traffic Authority in NSW prior to joining Leighton Contractors. Senior experience in the transport infrastructure sector. Board member and President of Roads Australia. Previously Chairman of transport technology company EROAD Ltd (ERD:NZX).



Rob Philpot
Non-Executive Director

Rob is a global technology leader, with over 20 years experience in Construction Tech. He co-founded global leading collaboration platform Aconex. In 2018, Aconex was acquired by Oracle for A\$1.6b, the largest technology acquisition in Australian history.



George Rolleston
Non-executive Director

George has over 15 years' transactional and advisory experience across a range of industries. He sits on a number of boards, including MHM Automation Ltd (NZX: MHM) and others from industries including tourism, finance, software and medical technology.



Michael Trusler
Non-executive Director
& Co-Founder

Michael had 5 years' experience as a Civil Engineer prior to co-founding Felix in 2012. Michael holds a Bachelor of Engineering.



Mike Davis
CEO, Managing Director
& Co-Founder

Mike has over 15 years' experience in managing technology companies, including start-ups prior to co-founding Felix in 2012.



James Frayne
Chief Financial Officer
& Company Secretary

Joined Felix in 2014. Previously worked at Grant Thornton. Bachelor's Degree Business/Commerce and MBA from QUT.



James Aleman
Chief Operating Officer

Over 20 years' software experience. Previously COO of MSL Solution Ltd (ASX:MSL).



Steve O'Keeffe
Chief Technical Officer

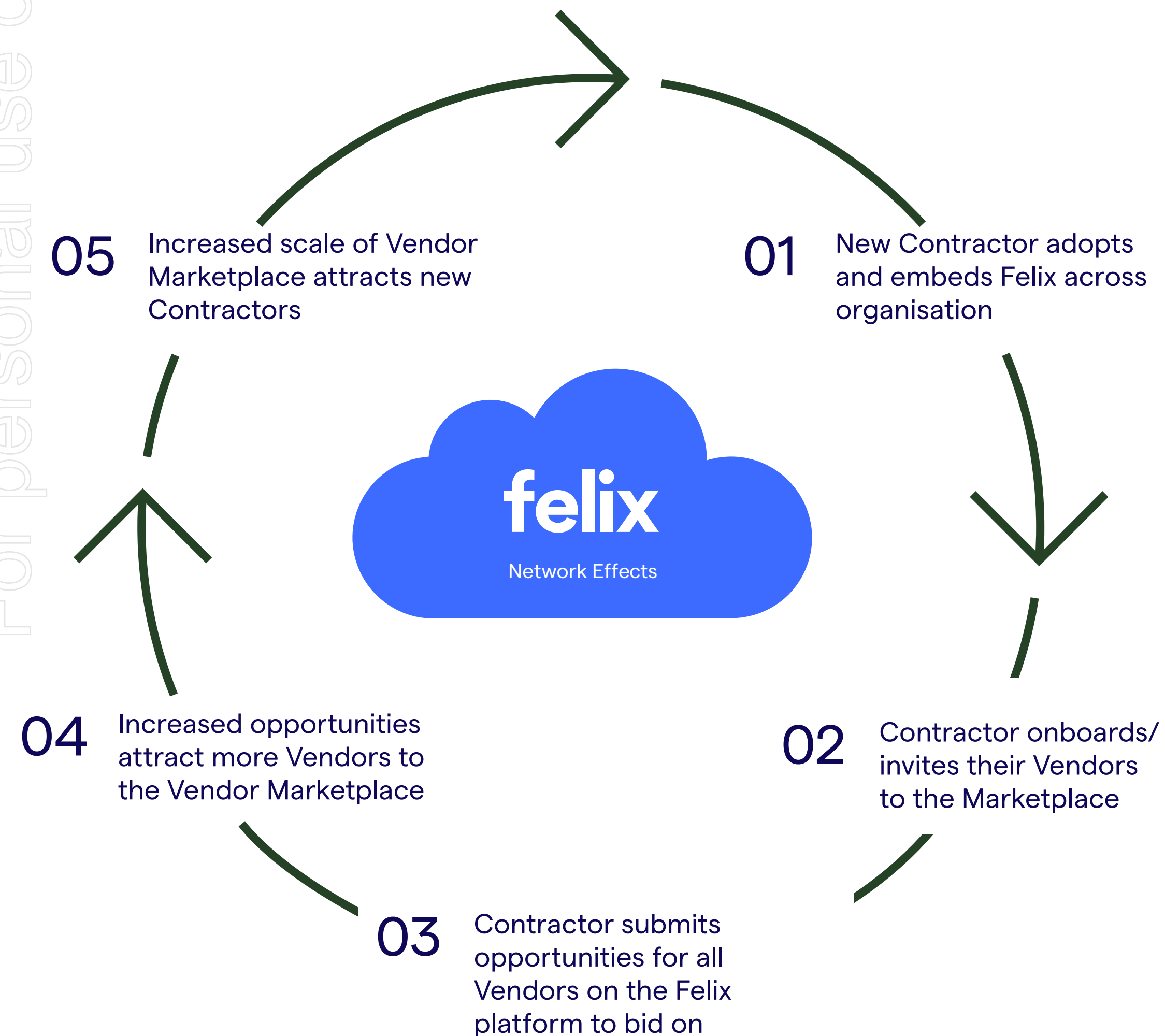
15 years' experience working with enterprise software systems in the mining, construction and services sectors.

Construction project ecosystem

Used by market-leading organisations, Felix is a leading Enterprise SaaS procurement platform tailored for Contractors to source, manage and engage with Vendors



Network effects create significant value for Contractors and Vendors



Felix creates increasing value for Contractors and Vendors as it continues to scale

- ✓ Increases value proposition
- ✓ Decreases customer acquisitions costs
- ✓ Increases customer 'stickiness'
- ✓ Increases margin

Felix monetises both Contractors and Vendors

Enterprise SaaS (Contractors)

\$64,000

average ARR

- Licence fee based on number of modules, user accounts and vendors prequalified to their organisation
- Average contract length 2-3 years (as at Sep 2020)
- Paid annually in advance
- Additional one-time project implementation fees charged on a time and materials basis.

Marketplace Subscriptions (Vendors)

\$2,100

average ARR

- Freemium model
- Annual or monthly contracts
- Opportunity to accelerate growth of Vendor revenues once sufficient Vendor Marketplace scale has been achieved (with reduced annual subscription cost).

- Felix monetises both Contractors and Vendors through SaaS subscriptions
- Contractors invite their Vendors to join Felix and prequalify to their organisation
- Vendors have the opportunity to upgrade to a paid subscription to receive additional Marketplace leads

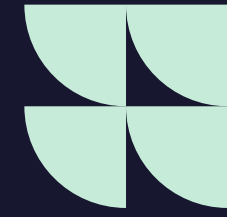
Enterprise platform - Current modules



Vendor Management

Seamlessly manages all tiers of Contractors' supply chains.

- Vendor self-service information management
- Semi-automated, risk-based vendor prequalification
- Comprehensive vendor database control and segmentation
- Vendor performance evaluations



Sourcing

Enables project teams to manage sourcing activities while remaining centrally documented in Felix.

Tailored sourcing activities including rapid purchasing and comprehensive RFx processes, from planning to award.

- Rapid and complex sourcing
- Approval workflows
- Communications centre



Contracts

Stores all contracts and contract summaries in a central, secure and easily searchable repository. Contract summaries are standardised and configurable by the Contractor to capture key information, updates and variations.



Vendor Marketplace

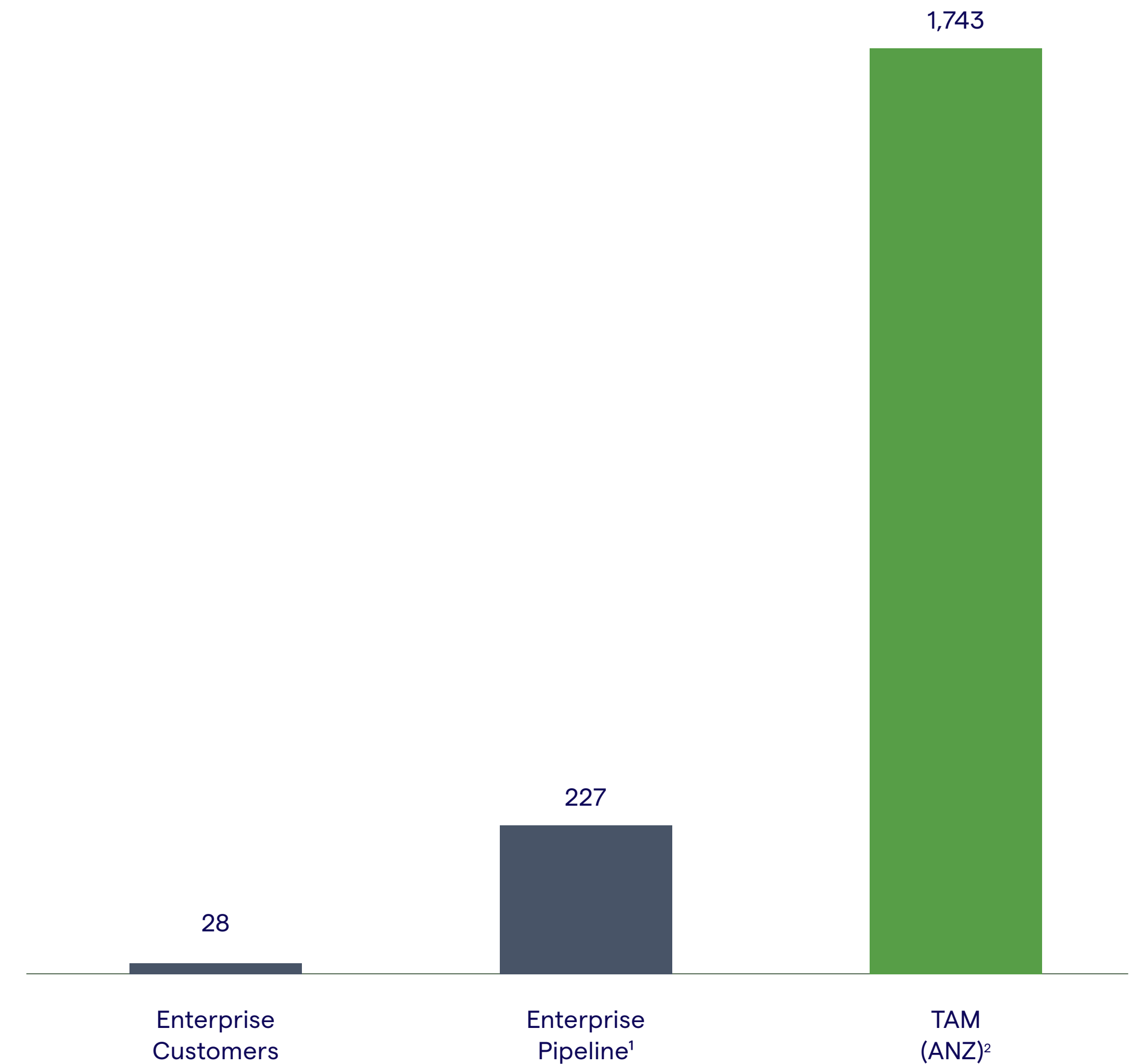
Enables Contractors to discover new Vendors outside of their existing supply chain.

- Sophisticated requirements matching
- Detailed vendor categorisation and segmentation
- Ensures competitive pricing from bidding Vendors

Strong Enterprise pipeline and large addressable market

- Large addressable market of c.1,743 businesses across target sectors
- Strong pipeline growth during COVID-19 impacted months
- Well positioned to accelerate growth and capitalise on increased infrastructure activity

Early stages of penetration with platform expansion to accelerate uptake



¹Number of prospects in Enterprise Pipeline as at 31/1/21

²Based on Management Estimate

Strategic plan

Phase 1: Platform established (Complete)



Core Felix platform - complete



Phase 2: Accelerate Growth (Commenced)

- Accelerate Contractor and Vendor growth
- Enterprise platform expansion to drive revenue growth
- Completion of Vendor Passport modules prior to Marketplace revenue scale

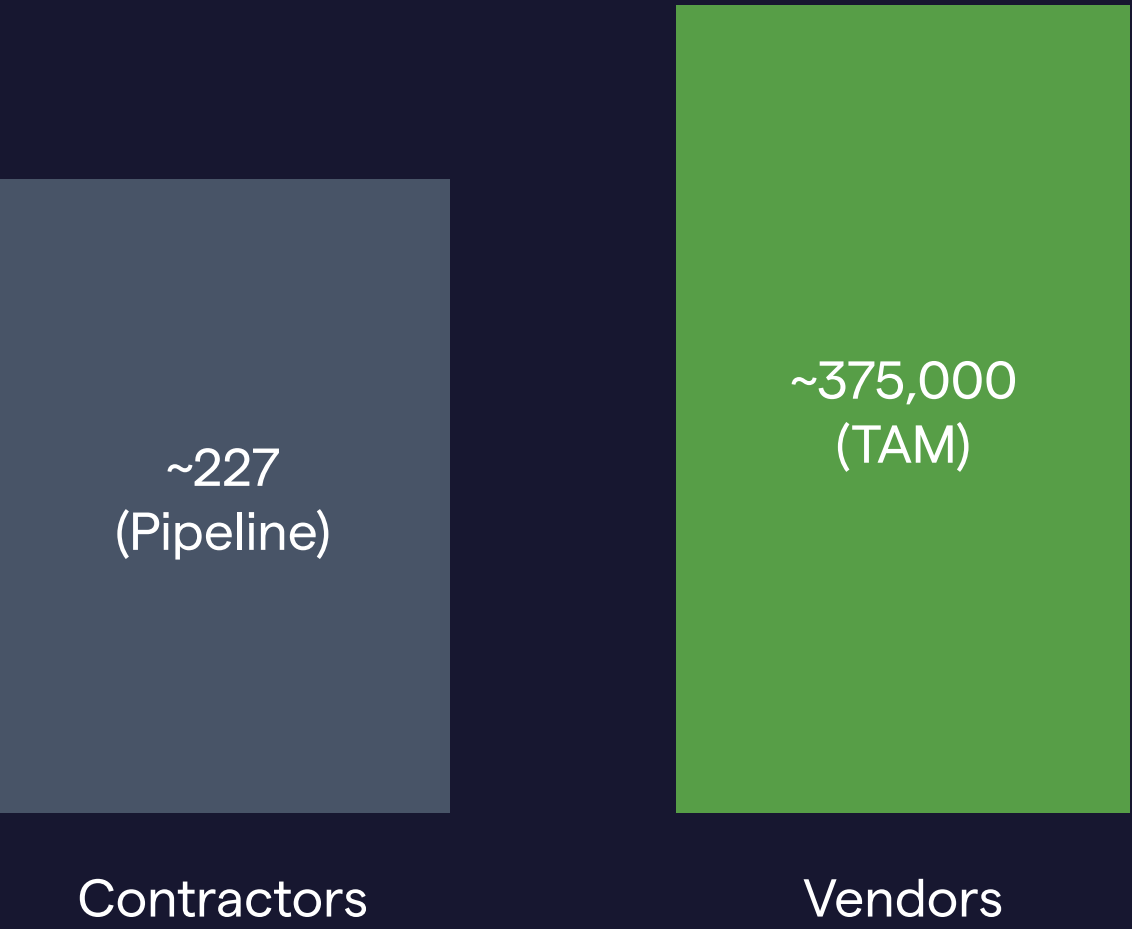


Phase 2 modules



Phase 3: Monetise Vendors

- Grow current paying Vendor subscriber base from c.2.5% towards target penetration of 30% (based on Phase 3 target of 100,000 Vendors)
- Monetise Vendor Marketplace through c.\$49/month subscriptions
- Continue to convert Contractor pipeline



Further modules to drive ARPU growth

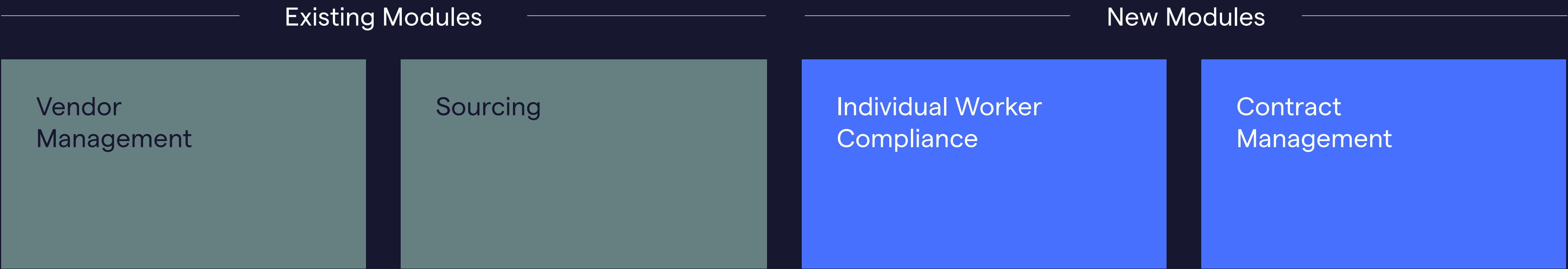


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Platform expansion to drive revenue growth

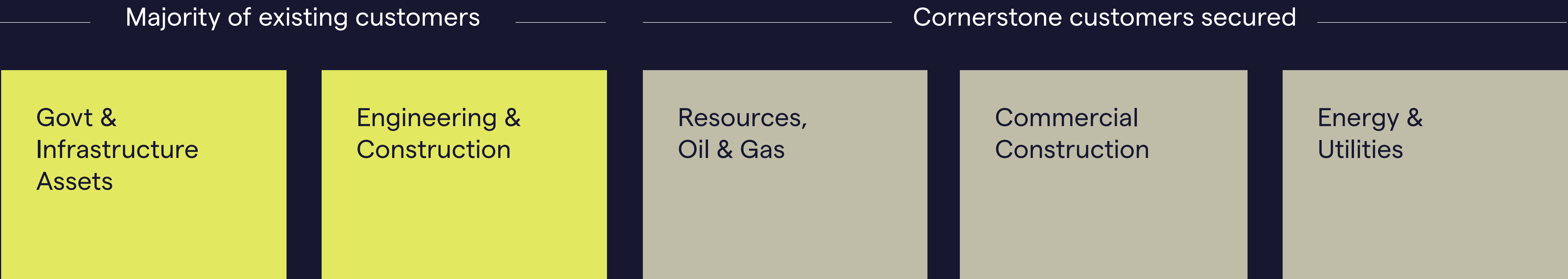
- Investment in product breadth to accelerate Contractor uptake
- Potential 43% ARR uplift at full saturation of module uptake from existing customer cohort (assuming release of new modules)
- High demand for new modules from existing and prospective customer base

Enterprise Solution



New modules underway will result in increase avg ARR per enterprise customer

Target Sectors



Platform expansion to accelerate penetration of new target sectors

Land and expand case study

Timeline of ARR expansion from existing ASX-listed Enterprise customer

- Land and expand strategy
- Shortens sales cycle
 - Build trust with Enterprise customers
 - Expand ARR and increase platform stickiness

Apr 2018	May 2020	Nov 2020	Proposed	Future
Vendor Management (Divisional)	Vendor Management (Divisional)	Vendor Management (Divisional)	Vendor Management (Full Enterprise)	Vendor Management (Full Enterprise)
	Sourcing (Divisional)	Sourcing (Expansion)	Sourcing	Sourcing (Full Enterprise)
				Contract Management (Full Enterprise)
\$36k ARR	\$45k ARR	\$75k ARR	c.\$140k ARR	TBC

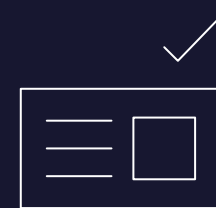
Vendor Compliance Passport

The traditional methods used to prequalify Vendors are manual, repetitive and can result in significant third-party risk exposure.

Felix is developing a Vendor Passport to solve this significant industry problem.



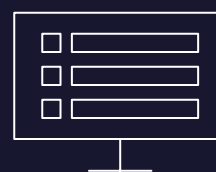
Prequalify Vendors within the Felix Marketplace to internationally recognised compliance standards



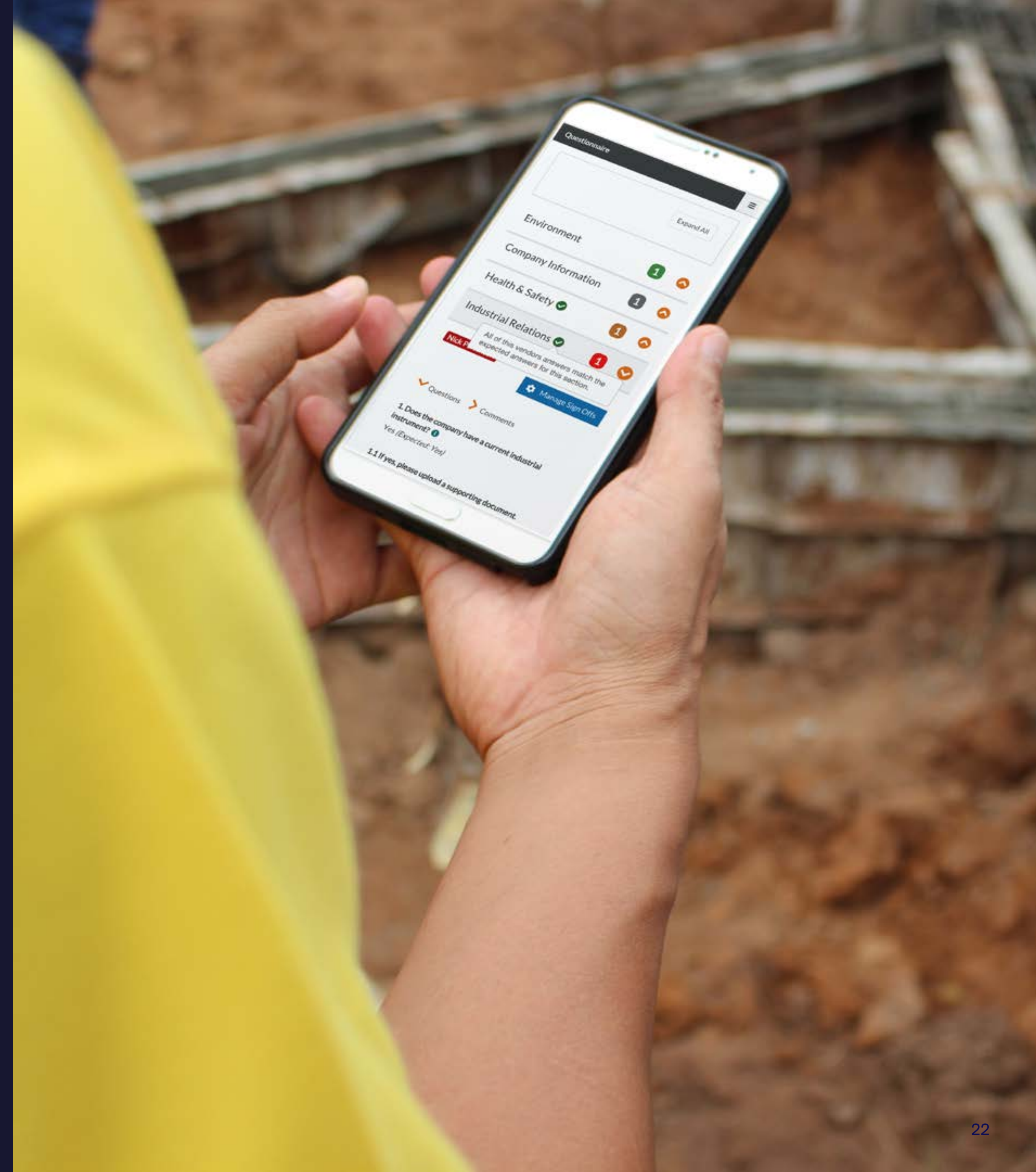
Provide Vendors with one-wallet storage of their credentials and compliance information with various Contractors



Enable Contractors to quickly find and engage with trustworthy new Vendors

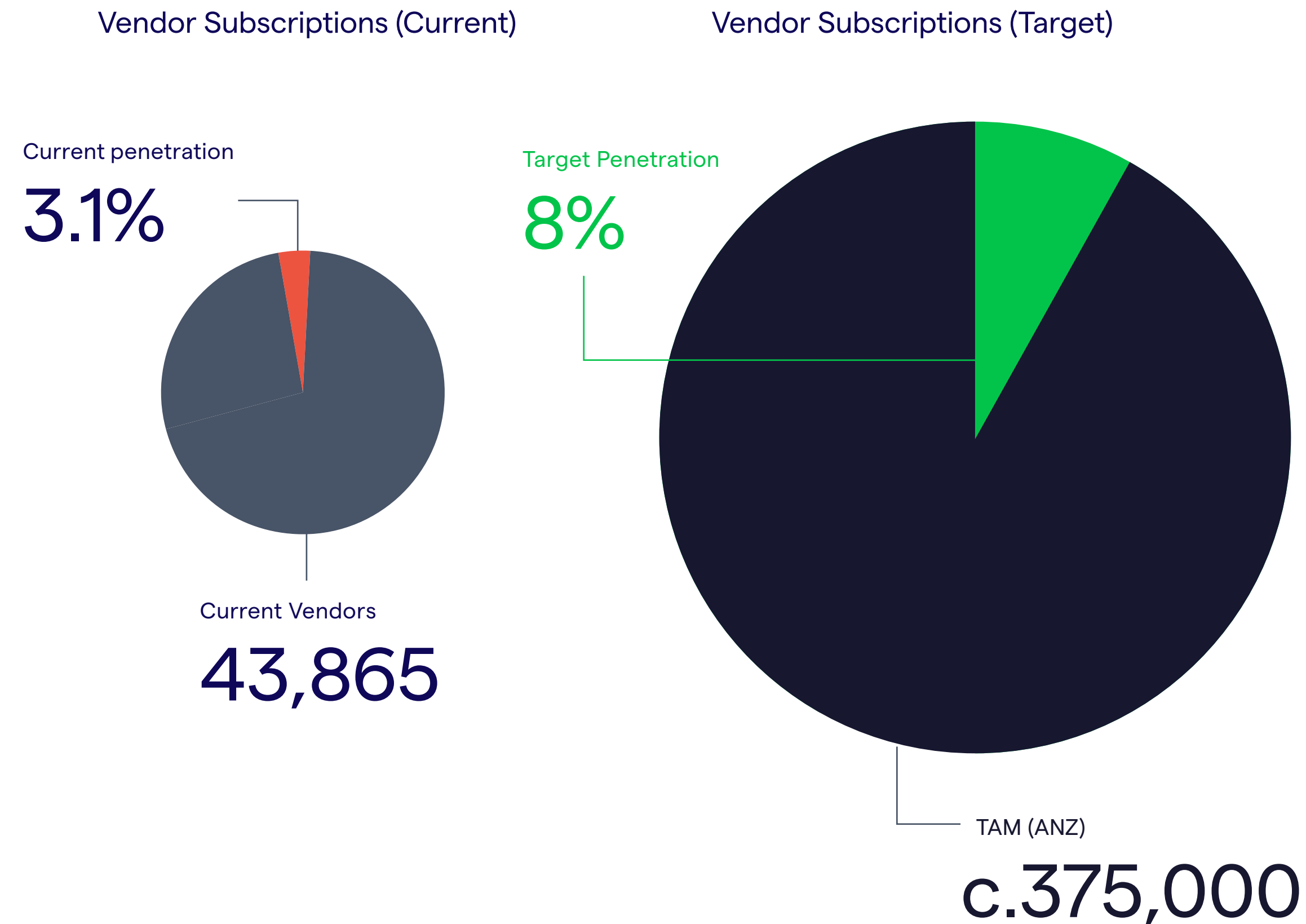


Provide the most comprehensive database of Vendor prequalification and compliance data



Vendor Passport to drive Marketplace revenue growth (Phase 3)

- c.2.5% current paying subscription penetration in Marketplace
- Contractor growth number is driving scale and engagement of Vendors in Marketplace at little to no acquisition cost
- Monetising Vendor Marketplace at scale presents significant further revenue growth opportunity
- Scale of Marketplace revenues to commence following release of Vendor Compliance Passport



FY21 – Driving growth across key focus areas

Strategic plan progress is on-track

Recent Progress

- Released additional platform internationalisation enhancements to drive further uptake of Felix on major international projects
- Commenced development of core new Enterprise platform modules
- Commenced development of Vendor Passport

Looking ahead

- Accelerate Contractor uptake towards Phase 2 target (45), emerging out of COVID-19 impacted environment
- Continue penetration into new target sectors with key contract wins
- Continue rapid growth of Vendor Marketplace towards



Apendix

Case study: Major Infrastructure Project

Size	Packages	
\$6b+	~2,500	
Duration	Construction zones	Procurement staff
5+ years	7	50

“Felix provides real-time visibility of what stage the procurement process is at, from who is waiting on approvals to the visibility of all documents and analysis.”

Head of Procurement & Contracts



Client profiles

- Market-leading customers across multiple industries
- Opportunity to expand revenue as existing customers scale usage of Felix and license additional modules



Client 1

- Type: Engineering, Construction & Asset Maintenance
- Footprint: Australia, South-East Asia
- Customer since: Sep 2019
- Vendors: 8000
- Felix modules:

 Vendor Management

Client 2

- Type: Engineering & Construction
- Footprint: Australia, NZ, South East Asia
- Customer since: May 2019
- Vendors: 2500
- Felix modules:

 Vendor Management

 Sourcing

 Vendor Marketplace

Client 3

- Type: Construction & Maintenance
- Footprint: Australia
- Customer since: Dec 2019
- Vendors: 1000
- Felix modules:

 Vendor Management

 Sourcing

 Vendor Marketplace

Client 4

- Type: Engineering, Procurement, Construction & Maintenance (EPCM)
- Footprint: Australia, USA, Canada
- Customer since: Feb 2019
- Vendors: 5000
- Felix modules:

 Vendor Management

 Sourcing

Client 5

- Type: Pipeline Contractor
- Footprint: Australia
- Customer since: Apr 2020
- Vendors: 500
- Felix modules:

 Vendor Management

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felix